



**CITY OF SCOTTSDALE
TOURISM DEVELOPMENT COMMISSION
REGULAR MEETING
APPROVED MINUTES**

Tuesday, November 17, 2015

**Kiva Forum-City Hall
3939 N. Drinkwater Boulevard
Scottsdale, Arizona 85251**

PRESENT: David Scholefield, Chairman
Ren Hirose, Vice-Chairman
Linda Dillenbeck, Commissioner
Robert McCreary, Commissioner
Carl Grupp, Commissioner

ABSENT: Ace Bailey, Commissioner
Camille Hill, Commissioner

STAFF: Steve Geiogamah
Holli Shannon
Jeff Nichols
Cheryl Sumners
Paul Basha
Brian Dygert
Derek Earle

GUEST: Rachel Sacco, SCVB
Carter Unger
Jason Rose
Gary Lane

1. Call to Order/Roll Call

Noting the presence of a quorum, Chairman Scholefield called the regular meeting of the Scottsdale Tourism Development Commission to order at 8:02 a.m.

He welcomed the recent appointment of Karen Churchard as Tourism and Events Director. Mr. Geiogamah said she will attend the next Commission meeting.

2. Approval of Minutes

- October 20, 2015 Regular Meeting

Chairman Scholefield inquired as to the protocol of listing people who make public comments. Mr. Geiogamah said generally they are listed as guests. Chairman Scholefield said it should be consistent. He asked whether public comments should appear under public comments or under the item which was under discussion when the comments were made. Mr. Geiogamah said they generally are placed in the public comments. Chairman Scholefield suggested that there should be a cross-reference to the agenda item and Mr. Geiogamah undertook to do so.

COMMISSIONER MCCREARY MOVED TO APPROVE THE MINUTES OF THE OCTOBER 20 2015 REGULAR MEETING AS AMENDED. COMMISSIONER GRUPP SECONDED. THE MOTION CARRIED BY A VOTE OF FOUR (4) TO ZERO (0). VICE-CHAIRMAN HIROSE ABSTAINED. COMMISSIONERS BAILEY AND HILL WERE ABSENT.

3. Manager Reports

Mr. Geiogamah reviewed the manager's reports which had been distributed in advance.

a. Staff Bed-Tax Collection Report

Mr. Geiogamah stated that bed tax through September was flat. The September figure was down by five percent, attributable to a late payment.

b. Bed Tax Proforma

Mr. Geiogamah noted that staff has provided updated actual figures for FY 2014/2015. He explained that the administrative expenses totaled \$172,000 for FY2014/2015, compared to \$294,000 in FY 2013/2014, trolley expenses were classified as administrative expenses in FY 2013/2014.

The Food and Wine Experience event took place last weekend. The one-time commitment of \$75,000 is shown. The organizers have 60 days to provide their post-event report.

Chairman Scholefield recalled that some conversations had taken place with regard to the expectations for logo placement for the City in future. Mr. Geiogamah replied that staff is working with the City Attorney's Office to update their contracts. They anticipate bringing back some revised contracts early in 2016 for the Commission to recommend an approval. That should include all the aspects they have discussed.

c. Smith Travel Report

d. Program Updates

Mr. Geiogamah noted that staff has updated the event review summary with events approved through the TDC Event Working Group. Through the Community Event Funding program they have made recommendations to give \$30,000 to ArtWalk and \$10,000 to the Italian Festival.

The Event Working Group has recommended giving the Celebration of Fine Art \$15,000 under the matching event advertising fund.

Three programs are receiving funding through the event venue feed program: Elite Club National League Soccer Tournament is receiving \$3,700 and two Triple Crown tournaments this spring are each receiving \$5,000.

Vice-Chairman Hirose, who sits on the Event Working Group, commented that the Celebration of Fine Art has been very successful and provides Scottsdale national exposure. Producer estimated attendance is 55,000.

Commissioner Grupp inquired whether out of town visitors to the Celebration of Fine Art are tracked. Mr. Geiogamah said a survey was conducted on site last year. Since the room night requirements have been established, the working group elected to conduct surveys every second year, so next spring the survey will not take place.

4. Bed Tax Stabilization Financial Policy

Mr. Geiogamah announced that this agenda item has been pulled at staff request. They will bring this back early next year.

Chairman Scholefield acknowledged the presence of Councilmembers Linda Milhaven and David Smith.

5. WestWorld Update

Mr. Brian Dygert, General Manager of WestWorld, noted that Fred and Carter Unger of the National Western Capital Corporation were in attendance. His presentation covered the marketing efforts made since the Tony Nelssen Equestrian Center opened. In FY 2014/2015 they obtained 22 new events, bringing in \$474,000, a 7.6 percent increase over the previous year.

Twenty new events will be produced through the course of the current fiscal year. This will result in \$318,000 in additional revenue. For FY 2016/2017 they already have 11 events under contract. An additional 14 events are in the pipeline.

Mr. Dygert said that over the past two years they have submitted four national horse show proposals. The organizers of two of the events have chosen other venues, but staff is working with the organizers of the other two in order to solidify the proposals.

Commissioner Grupp inquired how many events take place annually at WestWorld. Mr. Dygert replied that it fluctuates between 95 and 105. In FY 2014/2015, 102 events were hosted. The current number for this year is 97.

Vice-Chairman Hirose asked when the events in the pipeline would take place. Mr. Dygert said these are for 2016 and beyond. A few may be scheduled in the current fiscal year. Vice-Chairman Hirose inquired about any opportunities for joint marketing with USA Today and the Gannett Company. Mr. Dygert said Gannett is very interested. An executive was in town last week for the Food and Wine Experience. Staff met with them and they discussed cooperative marketing in depth. Staff will bring more details as these are available.

In response to a question from Chairman Scholefield, Mr. Dygert clarified that the figure of \$474,000 is new revenue directly due to the 22 new events. Chairman Scholefield commented this averages just \$21,000 per event, which seems low. The 20 new events projected for the current fiscal year are expected to bring in \$318,000, which is a lower average of \$15,900. He asked if something can be done to drive incremental revenues.

Mr. Dygert said most events bring in \$15,000 to \$25,000 in his experience. The \$474,000 represents produced events, while the \$318,000 is a conservative projection. The average revenue per event this year is increasing and is approximately \$40,000. Booking more three or four day events accounts for the difference.

Chairman Scholefield asked about future possibilities with the two organizations that chose not to book their events at WestWorld. Mr. Dygert said two factors work against WestWorld. The first factor is the geographic location in the southwest. Many national horse show events choose more central locations. However today people and horses are more mobile than ever. The second factor is the leverage ability organizers use to attract public sponsorships from cities, states and counties. He shared the experience several years ago trying to attract the Arab Nationals to WestWorld, when the organizers incented to stay in Tulsa. This is standard for large national events in the industry.

Chairman Scholefield asked about marketing efforts. Mr. Dygert replied that Carter Unger is working with him on a daily basis on every possible lead. They have a three-pronged strategy to market to music and entertainment festivals, the trade shows and expos for the North Hall, and the national horse show component. Mr. Carter Unger noted that Mr. Paul Smith is a third team member based in southern California and Las Vegas. He is their main lead for trade shows and expos. Together they are developing mailing lists and email blast distribution lists.

6. Scottsdale Convention and Visitors Bureau FY 2015/2016 First Quarter Performance Measures Report

Mr. Geigamah noted that 12 performance indicators are included as part of the City's contract with the SCVB. They met before the end of the fiscal year to update and establish the performance measures.

Ms. Rachel Sacco, President and CEO of the SCVB, announced that so far they are on track. She outlined some highlights of the quarter ended on September 30. Each season has a marketing theme: the fall campaign theme is Scottsdale's Best Secrets. They always target marketing efforts to make sure they are targeting visitors that have a propensity to travel to Scottsdale in the season from primary and secondary markets.

During the first quarter the SCVB has assisted in booking convention sales with a predicted economic impact of \$23 million.

They are relaunching the destination wide promotion that has been so successful in Canada, the Canadian "Site see" and fly free, in partnership with hotels and resorts.

During the first quarter 21 journalists have visited and written 321 articles about Scottsdale, representing an editorial value of over \$6 million.

Staff travels and in the first quarter met with over 623 travel agents and tour operators, resulting in 316 leads for SCVB members.

The holiday campaign is getting underway and has been successful in past years at increasing hotel and resort occupancy rates over the holidays by over 12 percent.

Vice-Chairman Hirose asked whether the results for the first quarter are on pace with previous years. Ms. Sacco confirmed that they are. Vice-Chairman Hirose mentioned that he and Commissioner Scholefield had the opportunity to accompany the SCVB on the Chicago media and sales trip and the team did a fantastic job.

7. Transportation Master Plan

Transportation Director Mr. Paul Basha presented the Transportation Master Plan. He noted that the Transportation Commission and the Department are considering the entire city and all modes of transportation. Because Scottsdale is a net importer of jobs, that dramatically affects travel patterns as more people come into Scottsdale to work. Only 17 percent of Scottsdale workers actually live in the City. The demographics of Scottsdale skew older than the Phoenix metropolitan area as a whole. The transportation system needs to be robust as the population ages. Vice-Chairman Hirose asked whether the Planning Department has the age demographics for different areas of the city. Mr. Basha confirmed that it does.

Mr. Basha noted that Scottsdale is at almost 4 million vehicle miles traveled each day. By 2035 it is predicted to rise by 15 percent. Over the last 20 years there was a 20 percent increase in vehicle miles traffic. The rate of annual increase is in fact slowing, which is positive.

Chairman Scholefield asked what percentage of the daily vehicle miles traveled would be attributable to tourists and visitors versus local residents. Mr. Basha said they do not have the information, but could infer it by careful analysis of traffic assignment zones.

Mr. Basha described plans to eliminate 128th Street in the Preserve, which is now not needed. He outlined the safety features to be put in place for emergency access and evacuation. Chairman Scholefield asked if Transportation staff are doing outreach to the affected communities. Mr. Basha said these communities are ecstatic about the recommendations.

For Dynamite Boulevard, staff is now recommending that a single wide lane in each direction will be ample. The City will retain right of way, construct a raised landscaped median in the center and provide a 12-foot wide travel lane plus an eight-foot bicycle lane in each direction. This 20-foot width will accommodate emergency vehicles and would also provide better access for wildlife to the Preserve south of Dynamite. He confirmed that the residents are ecstatic with the plans.

Mr. Basha discussed the area where the Loop 101 curves west. Most of the land is vacant and is owned by the State Land Department. The State Land Department is contemplating developing this area, so the Transportation Master Plan must include plans for a street system to accommodate the development. There is a proposal to build a street along the Miller Road alignment to connect the roundabout near the Princess Fairmont Hotel, pass under the freeway and connect to Miller Road to the north. ADOT is currently completing a design concept report. The State Land Department, the development community and the existing developments to the south are all very supportive of this roadway. One residential community is less than enthusiastic, however.

The Transportation Master Plan calls for Mayo Boulevard to continue east of Scottsdale Road and connect to Perimeter Drive. Princess Drive would be extended to the east and curve north to connect to the Mayo Boulevard extension. Although the State Land Department supports this plan residents in existing communities would prefer the road to continue east. However heightened security concerns means the road would not be built so close to the water campus.

During the process of developing the Transportation Master Plan two controversial topics have arisen.

Firstly, it was suggested that Scottsdale Road in the heart of downtown be narrowed to two lanes. However, staff recommends leaving Scottsdale Road as two lanes per direction. The Transportation Commission has not yet developed its recommendation.

The intention is for through traffic to travel southbound on Goldwater Boulevard and northbound on Drinkwater Boulevard, leaving Scottsdale Road for local traffic primarily. He recalled that before the couplet was built in the 1990's the plan in 1980 had been to widen Scottsdale Road to three lanes in each direction. The couplet system is creative genius because a wide street in the heart of a merchant area is a barrier to pedestrians, and reduces available parking. However, staff feels that narrowing Scottsdale Road would be very disruptive to the community, and the merchants are strongly opposed.

The other controversial topic is Chaparral Road between Miller Road and 78th Street. Consideration was given to widening the roadway which is currently only one lane per direction. Transportation staff is recommending that Chaparral Road remain unchanged. Mr. Basha reviewed the discussions that have taken place. Widening the road would relieve congestion, but the neighborhood is adamantly opposed to this.

Mr. Basha described the Cross Cut Canal and Central Arizona Canal multi-use paths.

Turning to transit, he reviewed the bus routes currently running in Scottsdale and the proposed Airpark and Cactus trolley routes. The Scottsdale Limited is a proposed express bus that would run between the Thunderbird Park and Ride and Scottsdale Fashion Square, providing connections to many bus routes in the north and the possibility of transferring to a bus route to the light rail at Fashion Square. He displayed the five possible routes for light rail/modern streetcar which staff has suggested for consideration.

Vice-Chairman Hirose commented that a third stop at Scottsdale Quarter could increase ridership of the Scottsdale Limited. Mr. Basha said he will pass this recommendation along to the Transportation Commission at their next meeting.

Chairman Scholefield inquired about funding sources for the trolleys. Mr. Basha said the Downtown Trolley is currently funded with bed tax monies. The other three trolleys are funded through transportation funds. New trolley routes and the Scottsdale Limited would also be funded through transportation funds.

Chairman Scholefield recalled that when the trolley ran on Scottsdale Road there was criticism that this was duplicating other transit routes, and asked why the Scottsdale Limited would not receive the same criticism. Mr. Basha acknowledged that the route is similar to the previous hospitality trolley but is a very, very different service. The hospitality trolley had designated stops approximately every quarter mile and would stop anywhere upon request. The Scottsdale Limited is essentially a commuter route. It would pre-empt traffic signals; travel time would be comparable to a private vehicle.

8. Special Events Ordinance Update

Events Manager Ms. Cheryl Sumners presented an update on recent community meetings. Overall, the first round of public meetings elicited community conversations on event topics. The second step was to take the topics that had emerged and narrow them into draft concepts, conduct further public outreach, and draft a revised ordinance. At this stage the first round of three public meetings took place in October. Total attendance was 58. Additionally 41 survey responses were received. The second series of three public meetings on draft concepts has just been completed. Total attendance was 33. Staff has now begun meeting with the City Attorney's Office to create a draft ordinance. The goal is to complete the draft ordinance by December 8, when three public meetings will take place. Staff's goal is to present the revised draft ordinance to City Council next February or March for their review and decision.

Ms. Sumners said after the last Commission meeting, she heard concern from several Commissioners that input be balanced. She said input came from residents, Scottsdale

business owners and merchants and people in the event industry. In the first series of meetings, about 28 percent were Scottsdale residents; 30 percent were Scottsdale business owners and merchants; and 41 percent of the attendees were from the Scottsdale event industry. At the draft concepts open house, approximately 18 percent were Scottsdale residents; 36 percent were Scottsdale business owners and merchants; and 46 percent were from the Scottsdale event industry. Nine hoteliers responded in the first series of meetings and two hoteliers attended the second round of meetings.

Ms. Sumners recalled that at the last Commission meeting, Commissioner Hill had inquired about benchmarking and best practices. Scottsdale staff has looked at most other local communities and will also consider Austin, Denver, Laguna Beach, Miami Beach, San Antonio, Palm Springs, San Diego, and Santa Monica. They are reviewing articles on national trends and practices received from PLACES Consulting. All of the input that they received is embodied in a community involvement report which is on the special events page of the City website. All comments received during the first series of meetings are posted and the comments from the second series of meetings last week are to be posted imminently.

Vice-Chairman Hirose said events are a big part of tourism in Scottsdale. This was borne home to him on his recent trip to Chicago with the SCVB. He attended the first round of meetings and noted that the main concern of merchants was parking.

Chairman Scholefield asked Ms. Sumners what had been done to invite hoteliers to the outreach meetings. Ms. Sumners obtained a list from the SCVB and the survey was sent to everyone on this list. The hoteliers were invited to all public meetings and received the link to the special event web page.

9. Desert Discovery Center Management Services Update

City Engineer Mr. Derek Earle presented a brief update, noting that staff will provide further information as the project progresses. He recalled that City Council had a work study session on the DDC last March. An RFQ was issued in May and a response was received in July. Staff provided a status update to Council on September 8. Council directed staff to continue negotiating an operator manager contract with the respondent. During November and December staff is presenting information to boards and commissions that may be affected by the Desert Discovery Center project for recommendations. There is a possible joint meeting between the Tourism Development Commission and the McDowell Sonoran Preserve Commission. Staff is tentatively scheduled to go before Council on January 11, 2016 for Council to consider the operator manager contract with DDCS, Inc. and approve the Step 1 project budget.

Mr. Earle stressed that the current contract under discussion only refers to the Step 1 services. Other contracts will be necessary, working with the operator manager and other professionals to bring this project to completion.

The single response to the RFQ was submitted by Desert Discovery Center Scottsdale, Inc. This group has been heavily involved in the project for several years. Staff graded their response quite favorably and the review panel that went through the RFQs recommended moving forward with contract negotiations.

DDCS, Inc. has brought Arizona State University to the table as a possible educational programming partner. Architectural design is not a part of this design contract, but will be part of the budget that staff will be requesting Council to authorize. The Step 1 contract will cover creating a business plan, fundraising, communication, branding and outreach, and establishing a project budget. The public must be involved at every step of the process.

Four key elements of the budget are:

- Services provided by the management contract, \$725,000.
- Architectural design, taking the work that has already been done and matching it with the business plan to determine a facility and a business plan that will be close to the final vision of the DDC.
- Project and administrative costs.
- Contingency fund.

This will take the project to the ten percent design level, which should provide sufficient information to boards, commissions and City Council to make a go/no go decision. One outcome of the study will be a complete financial overview of the project, including any contributions required from the City. Mr. Earle stressed that this is a necessary step that cannot be skipped.

He added that this partnership with constitutes a true public-private partnership. DDCS, Inc. has raised over \$230,000 thus far and has made significant efforts to move this project forward. The organization principals have volunteered significant amounts of time. DDCS, Inc. has been working with ASU to help develop the education and research program. As part of the contract ASU will be providing those services as a contribution for which the City will not have to pay. In their proposal, DDCS, Inc. has proposed a contribution of approximately \$270,000 in cash and in kind contributions from other organizations to support the effort. This is part of their contribution at no cost to the City. Mr. Earle summarized that the amount of work the City will receive for the \$725,000 contract is worth significantly more than that amount, potentially over \$1 million. DDCS, Inc. continues to work to secure more contributions.

Commissioner McCreary inquired whether staff is planning to move ahead with the preliminary design concept from 2010. Mr. Earle replied that it will serve as the basis for the design. DDCS, Inc. recognizes that there will be likely a significant education and research component which will result in some changes from the 2010 concept. Chairman Scholefield suggested that in upcoming presentations to other boards and commission staff clarify this point up front.

Referring to the potential joint Commission meeting, Chairman Scholefield said it is his understanding that the Tourism Development Commission has already made a recommendation for financial support for the DDC. He also understands that the McDowell Sonoran Preserve Commission has made a motion not to use Preserve tax funds for the DDC. Chairman Scholefield noted that City Council had clearly directed staff to identify all sources of funding for all aspects of this project. He added that Council had also requested the project be clearly defined.

Mr. Earle said the study will define the Desert Discovery Center. Staff is now working with DDCS, Inc. on all of the issues associated with the location and the site to be sure

that these are properly addressed for Council to be able to make a fully informed decision. Chairman Scholefield asked whether \$1.7 million is the budget to reach the point of making a go/no go recommendation to Council. Mr. Earle confirmed that staff believes so. For a capital project worth \$50 - \$60 million, it is not unusual to spend five to ten percent for concept design. Vice-Chairman Hirose asked whether staff will recommend that the \$1.7 million would come from bed tax funds. Mr. Earle said this is one option. Other options would be to use Preserve tax funds or the General Fund. It would be premature for staff to recommend a funding source.

Chairman Scholefield thanked Mr. Earle, saying that the Tourism Development Commission is a big fan of the Desert Discovery Center and they look forward to future updates.

10. Fiesta Bowl Rugby Event Funding Proposal

Mr. Geiogamah introduced Mr. Jason Rose, noting that the city's marketing evaluation contractor usually evaluates proposals and provides a recommendation, due to a conflict that was not possible. Staff is looking for an alternate marketing evaluation process when a similar situation arises.

Mr. Rose told the Commission that the fifth annual Bentley Scottsdale Polo Championships took place recently. The event received funding for the past three years. This year they were no longer eligible, but he reported this was the most successful event ever. The Larsen Art Auction took place at WestWorld in conjunction with the event and raised \$1.1 million, up 50 percent from last year's auction. This proves that the City's policies work. They are extremely appreciative of the confidence the Commission showed in them.

Mr. Rose said this is the second year they are requesting support for the Fiesta Bowl Rugby event. The first event was at WestWorld and they did not approach the Commission for support. Last year the event took place at the Scottsdale Stadium. He described the games, the added attractions and the media coverage.

Mercedes-Benz of Scottsdale will again be the title sponsor. Because they want to make inroads into the football community they have an agreement with the Fiesta Bowl, hence the name change to the Fiesta Bowl Rugby and Balloon Classic. The balloon glow is a new event for 2016.

The 2016 match will feature the ASU Rugby team playing the Mexican national team for the first time. The Charros Lodge will be activated as Glow, a dayclub/nightclub, which is completely new and potentially will stimulate evening business in downtown.

Mr. Rose presented a preliminary budget and preliminary marketing plan. They are requesting \$75,000. He stated that the organization meets all the policy requirements. The conflict of interest with the marketing evaluator arose in connection with the Fiesta Bowl. He pointed out that they have to file a very detailed post event report and staff and the Commission can review it. They have always over performed on their post event reports. No funds are released to them until staff has determined that they have met all the requirements.

Commissioner Grupp noted that last year the Commission had funded the rugby event at \$65,000 and inquired what they had requested. Mr. Rose said they had asked for \$65,000 and in last year's presentation he had made the point that not everyone needs to ask for \$75,000. However a little more funding would have helped with their marketing efforts.

Vice-Chairman Hirose asked about the PAC-12 coverage. Mr. Rose said that the ASU team helps anchor that coverage.

Commissioner Dillenbeck asked what the audience is for the PAC-12. Mr. Rose did not have last year's viewing statistics. She noted that hot air balloons depend on weather conditions and asked if they have a contingency plan if it is too hot. Mr. Rose said this is a good question. All ballooning events have the same constraints. The backup plan is a sunrise hot air balloon glow.

Vice-Chairman Hirose asked how many room nights they expect the Mexican national team to take. Mr. Rose pointed out that rugby is played with 15 players on the field. Typically 25 to 30 people come with each team and are expected to stay for two or three nights. The Saguaro Hotel is convenient to the Stadium and his organization has developed a good relationship with them over the years. Vice-Chairman Hirose asked whether fans of the Mexican team will travel. Mr. Rose said they are optimistic. Vice-Chairman Hirose inquired about past experience. Mr. Gary Lane, Head Coach of the ASU Rugby Team, said the Mexican Rugby Federation is a growing team on the international scene. The Mexican government has injected a huge amount of funding to the team. The team will be playing in the USA in March. They have a good following and the organizers are planning to market to the local Hispanic community. Mr. Rose added that the Mexican national team against the ASU team will have great integrity and interesting story lines.

Chairman Scholefield congratulated Mr. Rose on the rugby event and thanked him for the feedback on the policy. He said the Larsen Art Auction sales results connected to the polo event was great news that might be shared with some other art galleries.

Chairman Scholefield asked how many room nights were booked at the Saguaro Hotel last year. Mr. Rose said the Ohio State rugby team had 60 to 70 room nights. The USC team stayed at another Scottsdale hotel. Chairman Scholefield asked how they track attendance at the games. Mr. Rose said attendance is counted at the gate. For the 2016 event they want to concentrate attendance on the big match. The nightclub element and the hot air balloons will create a more energetic atmosphere.

VICE-CHAIRMAN HIROSE MADE A MOTION TO FUND THE FIESTA BOWL RUGBY BALLOON CLASSIC FOR \$75,000 FROM THE CARRYOVER FUNDS. COMMISSIONER MCCREARY SECONDED THE MOTION, WHICH CARRIED BY A VOTE OF FIVE (5) TO ZERO (0). COMMISSIONERS BAILEY AND HILL WERE ABSENT.

11 **PUBLIC COMMENT**

No members of the public wished to address the Commission.

12 **IDENTIFICATION OF FUTURE AGENDA ITEMS**

Chairman Scholefield noted that in December or January staff will provide an update on bed tax stabilization.

Since the special events ordinance is part of the Commission's mandate, regular monthly updates will be presented.

Mr. Geiogamah said there will be a potential update on the Desert Discovery Center. He noted a potential trolley update at the Commission's request. There is a potential update on the leisure visitor inquiry study. Staff may potentially be bringing an event sponsorship request from the PRCA Rodeo.

Chairman Scholefield recalled that the Commission had wanted to verify that an outside company is conducting the trolley survey as was promised last spring. That is all they need to hear about.

Mr. Geiogamah noted that the next meeting is on December 15 and exceptionally it will be at the Design Studio while the Kiva is under renovations.

Adjournment

The meeting adjourned at 9:58 a.m.

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